WASILLA CITY COUNCIL ACTION MEMORANDUM

AM No. 07-42 (SUB)

TITLE: AWARD OF CONTRACT TO TIBURON, INC., IN AN AMOUNT NOT TO EXCEED $444,124 FOR COMPUTER HARDWARE AND SOFTWARE FOR THE WASILLA POLICE DEPARTMENT MOBILE COMPUTING PROJECT. THIS PROJECT IS FUNDED THROUGH THE 2005 DEPARTMENT OF JUSTICE COPS TECHNOLOGY GRANT PROGRAM.

Agenda of: July 9, 2007

Date: July 6, 2007

Originator: William A. Miller, Purchasing Officer

Route to:	Department	Signature/Date
X	Police Chief Youth Court, Dispatch, Code Compliance	
	Culture and Recreation Services Director Library, Museum, Sports Complex	
	Public Works & Recreation Facility Maintenance Director	
X	Finance, Risk Management & MIS Director Purchasing	Susan E Colligan

X	Deputy Administrator
	    Planning, Economic Development,
	    Human Resources	

X	City Clerk	R Smith

REVIEWED BY MAYOR DIANNE M. KELLER: Dianne M. Keller

FISCAL IMPACT: ☒ yes $444,124 *or* ☐ no Funds Available ☒ yes ☐ no

Account name/number: 110-4210-420.45-02   Const Svc – Mobile Data Network

Attachments: RFP 0650-0-2007/WM Score Sheet
City of Wasilla/Tiburon Master Agreement

SUMMARY STATEMENT: In accordance with WMC 5.08.120, on February 5, 2007, the City of Wasilla issued Request for Qualifications/Proposal 0650-0-2007/WM for the hardware and software necessary to operate a mobile data computing project for the Wasilla Police Department. The objective is to provide an in-vehicle communication system that allows data communication between WPD dispatch and patrol cars. This will enable each of the officers to have a computer in their car with a visual display allowing them real time access to information such as vehicle registration data, driver's license information and a host of other information not previously available to the officer in the field.

Proposals were received from two firms: Datamaxx and Tiburon. Following a thorough review of the proposals to ensure each was responsive and responsible, a committee of six scorers (Police Chief, three WPD officers, WPD Technology Support Specialist and the City's Mobile Data Project Manager) scored the proposals. Based upon firm experience, personnel experience, safety record, warranties, maintenance and training support, project timeline, methodology/approach, communication, proposed fee structure, and response from three references, Tiburon, Inc., scored the highest with 573 of 600 total points (see attached). Tiburon., proposed the installation of Panasonic Toughbook computers loaded with Tiburon's Mobile Data Computing software in all WPD vehicles. Tiburon's proposed price was $498,346 but after successful negotiations on the price of Panasonic Toughbook computers, the amount was reduced to $444,124 - a $54,222 savings! The installation is expected to be completed by no later than December 1, 2007. The total cost of the proposed system shall not exceed $444,124.

OVERVIEW FOR THIS CONTRACT: The City of Wasilla is requesting responses to this RFQ from qualified vendors that are capable of providing the necessary software, interfaces, training, and ongoing support for Mobile Computing, and the required interfaces. The City intends to purchase the software, hardware and interface products and services from qualified vendors with a proven track record in supplying these products and services to public safety agencies.

The Wasilla Police Department (WPD) recently released a Request for Proposal for a new 700 MHz radio infrastructure that the City intends to use as the backbone for a comprehensive data radio system. The City of Wasilla obtained a Department of Justice grant to implement a comprehensive mobile computing and automated field report writing system. The WPD recently implemented the latest Tiburon CAD and RMS system with the appropriate interface to the Alaska Public Safety Information Network (APSIN). The purpose of this Request for Qualifications (RFQ) is to determine if there are vendors who can provide a comprehensive field mobile computing system capable of interfacing to the Tiburon CAD and Record Management systems. The WPD is seeking information about prospective Proposers' qualifications in regard to this project. The City of Wasilla will require a turnkey solution that includes the following components:

1. Mobile Computing Device (Laptop, Convertible or Tablet PC)
2. In Vehicle Mounting Equipment
3. Mobile Computing Software
4. Required Interfaces to CAD, RMS, APSIN, etc.

The responses to this RFQ will determine the necessity for proceeding with a formal Request for Proposal (RFQ). The information provided to the WPD will be used to narrow the field of prospective Proposers that either will receive a formal RFQ or be asked to informally compete with a few other firms by receiving the portions of the RFQ now in existence which detail the desired systems' functional requirements. The WPD may bypass formal competition and negotiate with the best-suited Proposer to complete

this project successfully and in a timely manner; therefore vendors should provide a comprehensive response to this RFQ as it may serve as the final request for proposals. A demonstrated ability to provide a comprehensive field automated computing system, integrated with the existing CAD and RMS will be a factor in the selection of the integrator for this effort.

ACTION: Council is requested to authorize the award of a contract for mobile computing software and hardware to Tiburon, Inc., in the amount of $444,124. The City may terminate this Contract, and Tiburon, Inc., waives any and all claim(s) for damages, effective immediately upon receipt of written notice (or any date specified therein) if for any reason the funding from City, State, and/or federal sources is not appropriated or is withdrawn, limited, or impaired.

CITY OF WASILLA
•Purchasing•
290 East Herning Avenue • Wasilla • Alaska • 99654·7091
• Telephone 907·373·9047 • Fax 907·373·9011 •

REQUEST FOR QUALIFICATIONS
No. 0650-0-2007/WM
Mobile Data Computing Hardware/Software
FINAL SCORES

The scoring process has been completed and the results are as follows:

Individual Scores						
	Scorer #1	Scorer #2	Scorer #3	Scorer #4	Scorer #5	Scorer #6
Datamaxx	60	58	57	55	56	58
Tiburon	63	62	57	62	62	57

Cost Based Scores		
	Cost	Points
Datamaxx	$ 580,188.28	180
Tiburon	$ 498,346.00	210

Total Score	
Datamaxx	524
Tiburon	573

TIBUR⚫N®

July 3, 2007

Mr. William A. Miller
Purchasing/Contracting Officer
City of Wasilla
290 E. Herning Avenue
Wasilla, AK 99654-7091

Subject: Enhancement Proposal (EP)-226557: Addition of MobileCOM

Reference: Master Support Agreement between the City of Wasilla and Tiburon, Inc., dated October 6, 2004

Dear Mr. Miller:

Tiburon, Inc. is pleased to present the City of Wasilla with this Enhancement Proposal for the addition of Tiburon's MobileCOM System including Mobile Mapping, MobileREPORTS, Automatic Vehicle Location (AVL), hardware, and installation.

Scope Description

Refer to Attachment "A", Statement of Work.

Price Description

1) Firm Fixed Price: $444,124. Refer to Attachment "B" Pricing Summary

2) The Tiburon Annual Maintenance amount will increase by $24,500 annually effective the next maintenance period. The $24,500 will be included with the annual maintenance invoice. This amount may be subject to an annual increase not to exceed 5%.

3) This quote does not include taxes levied by any government agency for technical services. Taxes for technical services, if applicable, are the responsibility of the Client.

Tiburon Responsibilities

Refer to Attachment "A", Statement of Work.

Client Responsibilities

Refer to Attachment "A", Statement of Work.

Completion Criteria

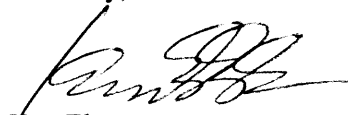Refer to Attachment "A", Statement of Work.

Terms and Conditions

1) This work will be scheduled to commence at a mutually agreeable date after Enhancement Proposal acceptance.

2) Payment Schedule:

   Refer to Attachment "C" Payment Schedule.

3) The terms and conditions of this Enhancement Proposal and the Agreement referenced herein prevail regardless of any conflicting or additional terms on any Purchase Order or other correspondence. Any contingencies or additional terms obtained on any Purchase Order are not binding upon Tiburon. All Purchase Orders are subject to approval and acceptance by Tiburon.

4) This fixed price Enhancement Proposal is valid unless modified by Tiburon in writing prior to Client acceptance of this Enhancement Proposal; otherwise, this Enhancement Proposal will expire on July 27, 2007.

5) By the Client's acceptance of this Enhancement Proposal in the signature blocks provided below, the Client is authorizing Tiburon to proceed with the work described herein and confirms additional funding will be obligated. Any requisite contractual documents required by the Client's purchasing procedures are the responsibility of the Client.

Upon review and acceptance of this Enhancement Proposal, please sign below and return the signed copy of the Enhancement Proposal to Loren Hopper at Tiburon's Pleasanton office; 6200 Stoneridge Mall Road, Suite 400, Pleasanton, CA 94588. If you prefer, you can fax a copy of this letter to Loren at 510.217.6466.

Sincerely,

Ken Elmer
Senior Vice President Finance and Administration

By this signature, the City of Wasilla accepts EP-226557:

_____   _____
Signature   Date

_____
Printed Name / Title

Attachment "A" Statement of Work
Attachment "B" Pricing Summary
Attachment "C" Payment Schedule

ATTACHMENT A

STATEMENT OF WORK

FOR

MobileCOM Implementation Project

City of Wasilla
Alaska

Table of Contents

INTRODUCTION

This Statement of Work (SOW) defines the activities and responsibilities of Client and Tiburon for the Installation of the Tiburon Applications defined below.

The Tiburon Applications described below will be deployed in a Windows™ XP environment.

Statement of Work tasks may not always start and complete in a sequential manner, but may overlap. The completion and acceptance of any task is not contingent upon the completion of a previously defined task unless specifically identified.

The Tiburon Applications to be implemented in accordance with this Statement of Work include:

Tiburon MobileCOM including:
:

- MobileCOM
- Maverick Mobile Mapping
- Automatic Vehicle Location (AVL)
- Mobile Automated Reporting System (ARS)

PROJECT MANAGEMENT COMMITMENT

Client and Tiburon shall each designate a Project Manager to oversee the implementation and support the following:

Tiburon Responsibilities:

a. Maintain communications with the Client.

b. Manage the efforts of Tiburon staff and coordinate Tiburon activities with the Client's Project team members.

c. Assist the Client's Project Manager in developing a Project Schedule.

d. Manage Tiburon's resources to ensure timely support of all scheduled tasks.

e. Coordinate and oversee the installation of all Tiburon Applications.

f. Provide responses within ten (10) business days to Client inquiries.

Client Responsibilities:

a. Maintain communications with Tiburon's Project Manager.

b. Oversee the efforts of the Client staff and coordinate Client Project activities.

c. Provide responses within ten (10) business days to Tiburon inquiries and document submittals.

d. Facilitate support required of all Client-provided third-party vendors.

e. Ensure Tiburon remote and on-site access to Client server and network equipment, including to all development and system "root" or administrative accounts on all servers running Tiburon Applications, and administrative access to all workstations operating Tiburon Applications.

f. Ensure workspace is available at the Client's Project site for Tiburon's Project manager.

g. Ensure telephones are located at each of the workspaces and adjacent to the central processor for the duration of the Project. Tiburon will be responsible for all Tiburon-initiated long-distance charges while on-site.

TASK 1   TELECONFERENCE PROJECT INITIATION MEETING

Task Description:

A Teleconference Project Initiation Meeting will be scheduled on a mutually agreed-to date and conducted by Tiburon. The objectives of this event include:

- Client and Tiburon personnel introductions
- Review Project scope and objectives;
- Review Client and Tiburon roles and responsibilities;
- Establish a clear chain of communication and authority;
- Review potential Project Schedule;
- Review the Project process.

Tiburon Responsibilities:

a.   Coordinate with Client Project Manager to establish a schedule, location, and agenda for the meeting.

b.   Conduct the Project Initiation Meeting.

c.   Deliver (1) one complete set of baseline specification documents for MobileCOM and MobileREPORTS.

Client Responsibilities:

a.   Coordinate with Tiburon Project Manager to establish a schedule, location, and agenda for the meeting.

b.   Ensure that all appropriate Client personnel attend and actively participate in the Project Initiation Meeting.

c.   Determine any interfaces that will be needed and provide contact names and phone numbers for each interface.

Completion Criteria:

This task is considered complete when:
- Project Initiation Meeting has been held; and
- Baseline specification documentation for each Tiburon Application has been delivered.

Task completion will be confirmed by the Client's signature on the task completion letter presented by Tiburon. Task completion is required before Tiburon will proceed with any further project work.

TASK 2   SYSTEM VALIDATION

Task Description:

A remote review will be held to determine hardware and system issues. Tiburon will review:
- Server(s) hardware and memory
- Server(s) Operating System
- Disk space
- PC workstation configuration
- PC workstation operating systems
- Interface requests
- Third party software requirements: Data base software, Crystal Reports, PC Anywhere

Tiburon Responsibilities:

a.   Coordinate with Client Project Manager to obtain needed information.

b.   Provide Client with a document describing issues and providing requirements and needs for the Implementation (System Validation Document).

Client Responsibilities:

a.   Coordinate with Tiburon Project Manager to assist with review.

b.   Review the Hardware validation document.

c.   Advise Tiburon of the disposition of any optional issues.

Completion Criteria:

This task will be complete when the Client has approved the System Validation Document. Task completion will be confirmed by the Client's signature on the task completion letter presented by Tiburon. Task completion is required before Tiburon will proceed with any further project work.

TASK 3   PROJECT SCHEDULE

Task Description:

The objective of this task is to develop the Project Schedule.

Tiburon Responsibilities:

a.   Work with Client to develop the Project Schedule.

b.   Review the Project Schedule with Client personnel and make changes that are mutually agreed upon.

Client Responsibilities:

a.   Work with Tiburon to develop the Project Schedule.

b.   Communicate to Tiburon any exceptions to the Project Schedule.

Completion Criteria:

This task is complete upon Client's written approval of the Project Schedule. Task completion will be confirmed by the Client's signature on the task completion letter presented by Tiburon. Task completion is required before Tiburon will proceed with any further project work.

TASK 4   HARDWARE INSTALLATION

Task Description:

The objective of this task is to receive and deploy all hardware

Tiburon Responsibilities:

a.   Order all hardware according to contract specifications.

b.   Work with Client to answer questions to support the hardware installation by the contracted party.

c.   Manage the contracted party to install all delivered hardware.

Client Responsibilities:

a.   Order any additional required hardware as determined by the previous task.

b.   Receive all hardware delivered.

c.   Communicate to Tiburon any issues or delays relating to the hardware.

d.   Fax all shipping labels to Tiburon's Purchasing Department to confirm receipt of hardware.

e.   Prepare one mobile as a test/lab mobile and install PCAnywhere on to it. Also make this mobile available to Tiburon via VPN for troubleshooting.

Completion Criteria:

This task is complete upon Client's receipt of all hardware. Task completion will be confirmed by the Client's signature on the task completion letter presented by Tiburon.

TASK 5   SYSTEM INSTALLATION

Task Description:

Implement Tiburon's client software on a pilot set (5) of client workstations or mobiles. Provide the Client with software and training to allow the installation of all remaining client software on remaining workstations and/or mobiles by Client staff.

Tiburon Responsibilities:

a.   Generate new CAD build to support MobileCOM and AVL.

b.   Generate/configure new RMS build to support MobileREPORTS.

c.   Install and test client software on workstation at the client's location.

d.   Install AVL support in the CAD server.

e.   Install with the Clients assistance, the client software on up to five (5) computer desktop workstations or mobiles.

f.   Allow participation of Client for training purposes necessary for the installation of client software on all remaining workstations.

Client Responsibilities:

a.   Install and configure the Tiburon-provided client software on all remaining workstations/mobiles.

b.   Test each workstation to insure operation.

c.   Add new terminals in CAD/RMS as needed to support new mobiles (in TRN and PRD).

Completion Criteria:

This task is considered complete when Tiburon certifies that the five pilot workstations or mobiles have been installed with attendance of Client staff. The installation, test and demonstration of client software operating on more than five (5) is not required for task completion. Task completion will be confirmed by the Client's signature on the task completion letter presented by Tiburon

TASK 6   INTERFACES

Task Description:

Develop or Migrate install and test the following interfaces.

MobileCOM TCPIP Interface
AVL Interface

Tiburon Responsibilities:

a.   Migrate, install and test interfaces.

Client Responsibilities:

a.   Provide Tiburon all necessary information pertaining to the interfaces.

b.   Provide Tiburon any record layouts and documentation necessary to establish the connectivity to any local or remote systems and facilities.

c.   Assume responsibility for any hardware, software licenses, modifications or additions to any systems not supplied by Tiburon.

d.   Act as the liaison between the agencies and vendors required to support these interfaces.

e.   Provide Tiburon with the physical connections for each interface, so as to allow Tiburon to test the functionality of each interface in an appropriate environment.

f.   If the interface(s) are currently in operation, it is the Client's responsibility to disconnect each of the interfaces from the operational environment to facilitate interface testing.

Completion Criteria:

This task is complete once all interfaces have been migrated. Delays or unavailability of external systems and/or interfaces not made available to Tiburon shall not delay completion of this task. In those cases where migration is delayed through no fault of either the Client or Tiburon, the Client shall authorize the migration of the interface(s) function at a later date. Such rescheduling of interface migration shall not delay the scheduled go-live or any subsequent tasks. Task completion will be confirmed by the Client's signature on the task completion letter presented by Tiburon. A separate task completion letter will be generated for each Tiburon Application.

TASK 7   FUNCTIONAL DEMONSTRATION

Task Description:

Tiburon will demonstrate system functionality for MobileCOM and MobileREPORTS in accordance with the baseline documents.

Tiburon Responsibilities:

a.   Conduct a functional system demonstration at the Client facility.

Client Responsibilities:

a.   Provide workstations as required to support Tiburon's functional system demonstration.

b.   Provide feedback on issues or deficiencies identified during the Functional System Demonstration.

Completion Criteria:

This task is complete when Tiburon Application software functions have been demonstrated to operate in accordance with the baseline documents. Minor deficiencies will not prevent the completion of this task. Task completion will be confirmed by the Client's signature on the task completion letter presented by Tiburon. A separate task completion letter will be generated for each Tiburon Application. Task completion is required before Tiburon will proceed with any further project work.

TASK 8   APPLICATION TRAINING

Task Description:

System Administrator and Train-The-Trainer classes will be conducted following Functional Demonstrations.

TRAINING MODULES	Session Duration (Hours)	Maximum Participants	Number of Sessions
MobileCOM Trainer Class System Administrator and train-the-trainer user training	16	10	1
MobileREPORTS Trainer Class System Administrator and train-the-trainer user training	16	6	1

Tiburon Responsibilities:

For each of the training courses described above, Tiburon will:

    a. Provide training in accordance with a mutually agreed-to schedule.

    b. Provide one (1) print-ready master copy, and one (1) CD-ROM, for the training materials no less than ten (10) days prior to training.

Client Responsibilities:

a.   Designate and assign personnel with appropriate Tiburon application experience not to exceed the class size listed above.

b.   Provide a suitable classroom facility with computer workstation equipment for each staff member and a computer workstation for the instructor. The room must be able to be darkened and include a projector as well as a whiteboard or equivalent.

c.   Provide training for all remaining Client personnel as Client deems necessary.

Completion Criteria:

This task is complete when Tiburon has presented all the scheduled demonstration training. Task completion will be confirmed by the Client's signature on the task completion letter prepared by Tiburon. Task completion is required before Tiburon will proceed with any further project work.

TASK 9   INTEGRATION TESTING

Task Description:

Tiburon will demonstrate all interfaces and the integration of each interface.

Tiburon Responsibilities:

a.   Assist the Client in testing each interface as defined.

b.   Review any discrepancies that are identified by the Client and correct as necessary.

Client Responsibilities:

a.   Conduct testing.

b.   Document any discrepancies.

c.   Work with Tiburon to identify the type of correction needed to correct any discrepancies.

Completion Criteria:

This task is complete when Client has completed interoperability demonstration in accordance with the Project Schedule. Task completion will be confirmed by the Client's signature on the task completion letter presented by Tiburon. Task completion is required before Tiburon will proceed with any further project work.

TASK 10   SYSTEM CUTOVER AND WARRANTY

Task Description:

Tiburon will notify the Client when each system is ready for operational status, assist the Client in placing the system in operational status, and support the Client with on-site staff for up to two consecutive days, not to exceed 8 hours per day. The Client may wish to delay the actual cutover of specific subsystems until other subsystems have been in use.

Warranty for all products begins when the onsite cutover staff completes the two days of support. Tiburon will support subsequent cutover in the mode of standard warranty support, with remote assistance.

Tiburon Responsibilities:

a.   Notify the Client when each system is ready for operational status.

b.   Monitor the initial onsite production operation of the system for two consecutive days and answer any operational questions by the Client.   If specific modules are delayed for cutover, Tiburon will support those modules remotely in the mode of warranty support.

c.   Assist the training staff in utilizing the system and the computer operations staff in supporting the system.

d.   Update Tiburon's support files to include all new systems.

e.   Update the Master Support Agreement and the Software License Agreement exhibits, as needed.

f.   Document technical service requests (TSRs).

Client Responsibilities:

a.   Place the software into operational and begin operational use in consultation with Tiburon and in accordance with the Project Plan and Schedule.

b.   Document errors on technical service requests (TSRs).

Completion Criteria: .

This task is considered complete when the system(s) is placed in operation and the onsite support has been provided. Delayed subsystems do not preclude the signing and completion of this task.   Task completion will be confirmed by the Client's signature on the task completion letter prepared by Tiburon and the Client.

Price Summary Totals	
Mobile Systems and Subsystems	149,080
Technical and Professional Services	55,000
Subtotal Software and Services:	**204,080**
Equipment, Third-Party Software and Services (see details)	240,044
Travel and Living Expenses	included
12 Months' Warranty	included
Software Escrow	not included
Total Project Price	**444,124**

Extended Software Maintenance	
Year 1 annual maintenance (warranty period)	0
Estimated year 2 annual maintenance	24,500
(includes quarterly backup support during warranty and maintenance periods)	
Does not include estimated equipment and 3rd party software extended maintenance	

Pricing is stated in terms of United States Dollars

Software and Services

Mobile Systems and Subsystems

Qty	Description	Software Licenses	Technical Services	Totals	Comments
32	Combined MDS & Automated Reporting System (ARS) software licenses	38,400		38,400	Software licenses for combined MDS/Field-Based Reporting (FBR) workstations, including mobile mapping for MDS.
32	AVL software licenses	1,280		1,280	Software licenses for mobile Automatic Vehicle Location (AVL) workstations.
1	MDS base license	23,500	22,900	46,400	MDS base software license and services
1	Automated Reporting System (ARS) base license	14,500	8,800	23,300	Automated Reporting System (ARS) licenses and services. If required, training system must be purchased separately.
1	AVL system base license	14,000	2,800	16,800	Automatic Vehicle Location (AVL) base software license and services
					Note: Installation services for up to five (5) mobile workstations, with client responsible for remaining software installation.
	Wireless-TCP/IP interface	9,600	2,700	12,300	Connection to wireless network, assuming TCP/IP environment to all mobile workstations
	12 month, 24x7 warranty on base system, 9x5 warranty on mobile software included				
1	MobileCOM Trainer Class	2.5 days/class	5,400	5,400	System Administrator and train-the-trainer user training
1	MobileREPORTS Trainer Class	2.5 days/class	5,200	5,200	System Administrator and train-the-trainer user training
	Subtotals	101,280	47,800	149,080	

Technical and Professional Services

Qty	Description	Software Licenses	Technical Services	Totals	Comments
	Project Services		55,000	55,000	Project management and project support services
	Network installation		not included	not included	Installation of network equipment and cabling not included
	Subtotals	0	55,000	55,000	
	License and Services Totals:	101,280	102,800	204,080	

Tiburon, Inc.

Third-Party Equipment, Software and Services

Qty	Description	Part	Unit Price	Extended Price
	Standard Toughbook model includes the GPS and the fingerprint options (including two spares)			
31	Panasonic (CF-30CCQCZBM) Intel Core Duo Processor L2400 1.66Ghz (Centrino), 13.3 Touch XGA, 512MB, 80GB, Intel 802.11a+b+g, Panasonic (CF-30CCQCZBM) Intel Core Duo Processor L2400 1.66Ghz (Centrino), 13.3 Touch XGA, 512MB, 80GB, Intel 802.11a+b+g, Win XP SP2, TPM1.2, Bluetooth, Dual Pass through(Upper: GPS/ Lower: WLAN), Emissive Backlit keyboard , GPS, No Optical	FW3294	4,300	133,300
31	512 MB Memory upgrade for Panasonic CF-18/CF-29/CF-30/CF-51/CF-73/CF-74 (DDR2) Series toughbooks - Includes integration costs.	FW2701	89	2,759
31	Panasonic Vehicle Mount Port Replicator With Integrated Dual High-Gain Antenna Pass-thru Cables	FW1997	480	14,880
31	Panasonic Protection Plus No-Fault Warranty - 3 Years	FW2187	235	7,285
31	Shipping	FedEx	35	1,085
	Subtotal			**159,309**

Third-Party Equipment, Software and Services

Qty	Description	Part	Unit Price	Extended Price
Toughbook models for the Harley Davidson motorcycle, not including the GPS option				
1	Panasonic (CF-19CHBCXBM) Intel Core Duo Processor U2400 1.06Ghz (Centrino), 10.4 Touch Screen XGA, 80GB, 512MB, Intel 802.11a+b+g, Dual pass through, WIN XP SP2, TPM1.2 GPS, Bluetooth, No Optical	FW3166	3,425	3,425
1	512 MB Memory upgrade for Panasonic CF-18/CF-29/CF-30/CF-51/CF-73/CF-74 (DDR2) Series toughbooks - Includes integration costs.	FW2701	125	125
	Panasonic (CF-WEB184A) CF-19 Vehicle Mount Port Replicator, AC Adaptor NOT included	FW3168	445	445
	Lind 12 Volt 80 Watt Adapter, P4 - CF18, CF29, CF48, CF50, CF72, CF73 & W2 series. Bare Wire Ends, Stripped And Tinned.	FW2029	95	95
	Lind (ASMTL-00332) Mounting Bracket for DC Adapters	FW2183	10	10
1	Shipping	FedEx	35	35
	Subtotal			**4,135**

Tiburon, Inc.

Third-Party Equipment, Software and Services

Qty	Description	Part	Unit Price	Extended Price
	Toughbook for Crown Vic vehicle mounts only			
22	Sidewinder Baseplate package Baseplate, 5° Tube, Tilt Lazy Susan mount	FW3172	262	5,764
22	Ledco Cobra Swing Arm Motion attachment - Quick Release, Telescoping, Locking swing arm	FW2985	206	4,532
22	Ledco Panasonic Port Replicator Interface Plate	FW3176	87	1,914
22	Gamber Johnson (7110-0315) Panasonic Toughbook CF-28/29 Screen Support	FW1847	55	1,210
22	Lind 12 Volt 80 Watt Adapter, P4 - CF18, CF29, CF48, CF50, CF72, CF73 & W2 series. Bare Wire Ends, Stripped And Tinned.	FW2029	112	2,464
22	Lind (ASMTL-00332) Mounting Bracket for DC Adapters	FW2183	11	242
22	Shipping	FedEx	25	550
	Subtotal			**16,676**

Tiburon, Inc.

Third-Party Equipment, Software and Services

Qty	Description	Part	Unit Price	Extended Price
	Toughbook for 2000 Ford Explorer vechicle mounts only			
1	Sidewinder Baseplate Ford Explorer '95 ± '01	FW3173	119	119
1	Ledo Mounting tube pedestal adjustable from 10.5 inches to 15.4 inches - Fits any LEDCO base plate	FW3040	126	126
1	Ledco Cobra Swing Arm Motion attachment - Quick Release, Telescoping, Locking swing arm	FW2985	206	206
1	Ledco Tilt Lazy Susan Mount	FW3180	78	78
1	Ledco Panasonic Port Replicator Interface Plate	FW3176	87	87
1	Gamber Johnson (7110-0315) Panasonic Toughbook CF-28/29 Screen Support	FW1847	55	55
1	Lind 12 Volt 80 Watt Adapter, P4 - CF18, CF29, CF48, CF50, CF72, CF73 & W2 series. Bare Wire Ends, Stripped And Tinned.	FW2029	112	112
1	Lind (ASMTL-00332) Mounting Bracket for DC Adapters	FW2183	11	11
1	Shipping	FedEx	25	25
	Subtotal			**819**

Tiburon, Inc.

Third-Party Equipment, Software and Services

Qty	Description	Part	Unit Price	Extended Price
	Toughbook for the Ford Expedition '05 & '06 vehicle mounts only			
2	Sidewinder Baseplate Ford Expedition '97 ± '07	FW3174	157	314
2	Ledo Mounting tube pedestal adjustable from 10.5 inches to 15.4 inches - Fits any LEDCO base plate	FW3040	126	252
2	Ledco Cobra Swing Arm Motion attachment - Quick Release, Telescoping, Locking swing arm	FW2985	206	412
2	Ledco Tilt Lazy Susan Mount	FW3180	78	156
2	Ledco Panasonic Port Replicator Interface Plate	FW3176	87	174
2	Gamber Johnson (7110-0315) Panasonic Toughbook CF-28/29 Screen Support	FW1847	55	110
2	Lind 12 Volt 80 Watt Adapter, P4 - CF18, CF29, CF48, CF50, CF72, CF73 & W2 series. Bare Wire Ends, Stripped And Tinned.	FW2029	112	224
2	Lind (ASMTL-00332) Mounting Bracket for DC Adapters	FW2183	11	22
1	Shipping	FedEx	25	25
	Subtotal			**1,689**

Tiburon, Inc.

Third-Party Equipment, Software and Services

Qty	Description	Part	Unit Price	Extended Price
	Toughbook for Ford Taurus '07 vehicle mounts only			
1	Ledco Sidewinder Baseplate Ford Taurus '03 ± '06	FW3178	119	119
1	Ledco Mounting pedestal with adjustable height from 5.5° to 8.4°	FW3179	94	94
1	Ledco Cobra Swing Arm Motion attachment - Quick Release, Telescoping, Locking swing arm	FW2985	206	206
1	Ledco Tilt Lazy Susan Mount	FW3180	78	78
1	Ledco Panasonic Port Replicator Interface Plate	FW3176	87	87
1	Gamber Johnson (7110-0315) Panasonic Toughbook CF-28/29 Screen Support	FW1847	55	55
1	Lind 12 Volt 80 Watt Adapter, P4 - CF18, CF29, CF48, CF50, CF72, CF73 & W2 series. Bare Wire Ends, Stripped And Tinned.	FW2029	112	112
1	Lind (ASMTL-00332) Mounting Bracket for DC Adapters	FW2183	11	11
1	Shipping	FedEx	25	25
	Subtotal			**787**

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Tiburon, Inc.

Third-Party Equipment, Software and Services

Qty	Description	Part	Unit Price	Extended Price
Toughbook for Ford 500 '07 vehicle mounts only				
1	Ledco Sidewinder Universal Mount *** This item does require drilling for mounting.	FW3177	110	110
1	Ledco Mounting pedestal with adjustable height from 5.5° to 8.4°	FW3179	94	94
1	Ledco Cobra Swing Arm Motion attachment - Quick Release, Telescoping, Locking swing arm	FW2985	206	206
1	Ledco Tilt Lazy Susan Mount	FW3180	78	78
1	Ledco Panasonic Port Replicator Interface Plate	FW3176	87	87
1	Gamber Johnson (7110-0315) Panasonic Toughbook CF-28/29 Screen Support	FW1847	55	55
1	Lind 12 Volt 80 Watt Adapter, P4 - CF18, CF29, CF48, CF50, CF72, CF73 & W2 series. Bare Wire Ends, Stripped And Tinned.	FW2029	112	112
1	Lind (ASMTL-00332) Mounting Bracket for DC Adapters	FW2183	11	11
1	Shipping	FedEx	25	25
	Subtotal			**778**

Tiburon, Inc.

Third-Party Equipment, Software and Services

Qty	Description	Part	Unit Price	Extended Price
	Toughbook for Ford F150 PK '04 vehicle mounts only			
1	Sidewinder Baseplate Ford F150 '04 ± '07	FW3175	157	157
1	Ledo Mounting tube pedestal adjustable from 10.5 inches to 15.4 inches - Fits any LEDCO base plate	FW3040	126	126
1	Ledco Cobra Swing Arm Motion attachment - Quick Release, Telescoping, Locking swing arm	FW2985	206	206
1	Ledco Tilt Lazy Susan Mount	FW3180	78	78
1	Ledco Panasonic Port Replicator Interface Plate	FW3176	87	87
1	Gamber Johnson (7110-0315) Panasonic Toughbook CF-28/29 Screen Support	FW1847	55	55
1	Lind 12 Volt 80 Watt Adapter, P4 - CF18, CF29, CF48, CF50, CF72, CF73 & W2 series. Bare Wire Ends, Stripped And Tinned.	FW2029	112	112
1	Lind (ASMTL-00332) Mounting Bracket for DC Adapters	FW2183	11	11
1	Shipping	FedEx	25	25
	Subtotal			**857**

Tiburon, Inc.

Third-Party Equipment, Software and Services

Qty	Description	Part	Unit Price	Extended Price
	Toughbook for Chevy PK '01 vehicle mounts only			
1	Ledco Sidewinder Baseplate Package Baseplate, 10° tube, Cobra Swing Arm, Tilt lazy Susan Mount	FW3181	554	554
1	Ledco Panasonic Port Replicator Interface Plate	FW3176	87	87
1	Gamber Johnson (7110-0315) Panasonic Toughbook CF-28/29 Screen Support	FW1847	55	55
1	Lind 12 Volt 80 Watt Adapter, P4 - CF18, CF29, CF48, CF50, CF72, CF73 & W2 series. Bare Wire Ends, Stripped And Tinned.	FW2029	112	112
1	Lind (ASMTL-00332) Mounting Bracket for DC Adapters	FW2183	11	11
1	Shipping	FedEx	25	25
	Subtotal			**844**
	Equipment Installation			
	Installation for 30 vehicles -- Toughbook vehicle mounting systems only.		17,650	17,650
	Subtotal			**17,650**
	Systems Integration			
	Integration of 3rd-Party Equipment and Software		36,500	36,500
	Subtotal			**36,500**
	Documentation			
1	Set standard reproducible Tiburon User and Administrator documentation		0	not included
	Subtotal			**0**
	Equipment and Third Party Software Totals			**240,044**
	*Warranty period and terms in accordance with the original manufacturers' warranty provisions			

Tiburon, Inc.

SOW Task	Wasilla MobileCOM Task Description	%	Payment Basis	Services
	Original Contract Amount			$ 444,124.00
	Hardware/Third Party due on delivery			$ 240,044.00
	Contract Execution	20%	Milestone	$ 40,816.00
1	Initiation Meeting	20%	Milestone	$ 40,816.00
5	System Installation	20%	Milestone	$ 40,816.00
7	Functional Demonstration	20%	Milestone	$ 40,816.00
10	System Cutover - MobileCOM	20%	Milestone	$ 40,816.00